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# Washburn and GUITARS

# and KULELES

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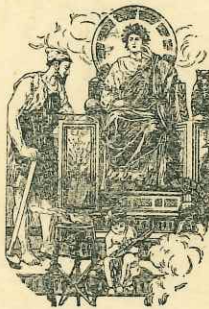
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# Be Popular

*As music itself appeals  
to people so too does the  
musician gather friends  
about him.*







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Lyon & Healy, Inc.

# BE POPULAR



THERE are thousands who, unknown to themselves even, are *natural musicians*. This statement though astounding is becoming substantiated more and more. With some there is a realization of it. Others are not acquainted with their own gifts. This can be readily understood. Genius is a rare quality. It is at once recognized. It is also seldom enjoyed. Few have more than a little talent. Many of the foremost artists today began with no more than a keen love of music. Practice and time accomplished the rest. One does not spring full bloom into being a musician. The bookkeeper, the salesman, the truckman, the farmer, or the physician, young and old, might just as well be also an *expressed musician*.

So many people, loving music, hesitate about taking it up, feeling they have no talent. This is unfortunate, since the mere fact that they love music and are interested in it is evidence that they have latent talent. With proper encouragement and a determination to persevere they would soon amaze their friends with their skill and expression. If you think you are not sufficiently musical, dismiss the idea from your mind. Not one musician in thousands has genius, few have more talent than you. A very learned scientist, Dr. Bartholemew, announces, "*The musical faculty is not a special gift to the favored few. Musical science and musical art rest on the same psychological basis as everything else that may be learned.*" When you have music in your heart, you need not debate whether you can learn to play. Persistence and a little time will enable you to play creditably.

You have the musical faculty just as the vast majority of musicians whom people flock to hear. You may have permitted your talents to lie dormant. Now that they are awake, do not neglect them. You can learn to play the instrument of your choice within a short time. New joys will be yours. The returns from your skill will be a thousandfold.

## A Priceless Accomplishment

When others from just such a start as you may be making have opened new channels of life, won wide popularity, why should you think little of your own ability? Now that you have made a start, do



## Genius is a Rare Quality

not let the idea lapse. Why dream about it when belief in yourself is all that is necessary. Even if you are positive music is not your true vocation, playing a musical instrument will so transform your life that five years hence you will wonder why you delayed so long. The evenings of song, of dancing, or just of playing alone, giving voice to that vague spirit within—when you look back at them years later they will be priceless to you.

The new friends music brings, the wider vision, the release from care—the value of these cannot be computed. They are the goals you now seek, perhaps only dimly conscious of them. Deep in you is the conviction that you can win them if you will. Then why delay? To learn to play is no different than many other things you undertook. You succeeded in them. You can in music. It presents less difficulties than most pursuits. The more you get into it the more fascinating it becomes. In no time you will be amazed at your progress. Your friends will be astounded at your newly revealed artistic ability.

Do you still hesitate? You are not alone in this. Nearly every musician did. In a way it really shows you are especially one who should take music up, because you have a proper love for it. To you it means something of consequence. But overcome misgivings. Think it over calmly. Is there really any reason why you cannot say "*I am going to do it. I will not let other things interfere. No matter how modest I begin, I will start now.*"

### Easy to Learn

Consider for a moment what little there is to the guitar or ukulele. A few strings that require a certain dexterity of the fingers. Contrast it with the piano with its imposing row of keys. And yet think of the thousands of six-year-old children who can sit down and play. They have learned the difficulties of the keyboard. You in a brief while will make amazing progress on the fingerboard of the guitar or ukulele.

The requirements are so few—a simple fingerboard with a few frets and positions and four or eight strings. Could anything be more easy? The first hour of study will make you familiar with the position of the notes on the fingerboard. Another hour or so and chord positions will be yours. Then all you need is practice with the pick.

## Play Washburn Instruments

If guitarists were born with certain style fingers you might have grounds for doubting your own success but when all it needs to learn to play well is a little study and persistence, you can resolve today that you can do it, you are going to do it and you will not be satisfied until you have made a start. Today can be your starting point. You will never regret it. The ease of playing of a ukulele has been demonstrated by the thousands of children who learned it so quickly.

### Evenings of Joy

The rewards of the musician are many. Take yourself for instance. If you want to learn to play for your own entertainment, few things afford more genuine pleasure than to while away the evenings playing to your heart's content. Nor will it stop there. People will be drawn to you. As music itself appeals to folks so, too, does the musician gather friends about him. Understanding music gives you an insight into people and you can win popularity readily. People will seek you out. They will remember you pleasurably. No informal gathering will be complete without you. The occasions will be many which will be made hours of fun because of you and your talent.

Think over this. People are burdened with worry. Those who can help them to forget, to reach happiness are the ones that are remembered. You know this to be true. How often have you not warmed to the one who made you happy? What would you not have given to have been able to duplicate the other person's gift, to have his charm? You can. The answer lies in music.

### Money for You

There is, too, another angle that should not be overlooked. It is the professional field. Musicians in vaudeville acts and in concerts and shows are paid big salaries. These same artists formerly thought as little perhaps of their ability as you may now. They had the same doubts and skepticism that you may now have. They thought success in music was a mirage, something beyond them. And now their names are in headlines. They are popular idols. Money flows to them in amounts they never dreamed of in their wildest flights of fancy. This is not unusual. The instances are numerous.



## *Do Not Neglect Your Talent*

Isabelle Block earns sums that put most business men to shame. For what? For a few hours' playing, making people happy. A wonderful vocation at an attractive salary.

Antone Chris, in telling of his start, laughs at his early fears and wonders why he hesitated so long over beginning. His earnings have made him independent. His instrument gives him employment he loves. Why! Simply because he believed in himself. He began. He studied. In a short while he mastered the guitar. Now he is in demand.

These are only a few instances. The country is filled with men whose stories are the same. The demand for musicians was never so great as now. There are not enough. The market is never satisfied. It is calling for more artists. It is waiting for you.

### **The Guitar**

The guitar is, preeminently, an instrument for the home. It is complete in itself, supplying its own melody and accompaniment. Its soft, round, beautiful tone harmonizes perfectly with any other instrument, and as an accompaniment to the human voice it has no superior. In the college mandolin and glee clubs it is indispensable.

Throughout Europe, particularly in Italy, Spain, and Portugal, the guitar has been for centuries the favorite instrument of all, regardless of station. In Mexico and South America it is found in almost every home.

Some of the world's famous musicians (notably Berlioz and Paganini) were guitarists, and many splendid compositions by other celebrities testify to their regard for its wonderfully pleasing musical qualities.

### **Hawaiian Steel Played Guitar**

This is the solo instrument of the Hawaiian people. The charmingly weird music as produced on their native instruments has created a furore of enthusiasm throughout this country.

With strings raised from the fingerboard properly and tuned so that the six open strings chord perfectly, anyone with but slight musical knowledge can readily master the Hawaiian style of playing.

## *Play Washburn Instruments*

The special characteristic which stands out prominently is the sliding, rising tone, and it requires only that the prospective player hear one of the numerous Victrola records of this popular instrument to acquire the "knack" of manipulating the hand steel to produce the "appealing" quality of tone that has so fascinated the American musical public.

The Hawaiian Steel Played Guitar is tuned in the common chord of A, the strings, from the lowest upward, being as follows: E, A, E, A, C sharp, E. Other tunings, giving varied effects, will suggest themselves to the player as he becomes more proficient.

### **The Hawaiian Ukulele**

The Ukulele may be called the national instrument of the Hawaiian people. It is a diminutive form of guitar, developed in 1879, by Mr. Manuel Nunes, from the old "Taro-Patch Fiddle," an instrument which had been known in the Hawaiian Islands for more than a century.

This clever invention was taken up with greatest enthusiasm by all classes of Hawaiian society. Kalakaua, who was then king, and his wife, the late Queen Kapiolani, together with princes and princesses of the blood-royal who traced their lineage back to the Kamehamehas, became ardent devotees of the instrument, introducing it in the royal feasts.

While the principle use of the Ukulele is to produce a strumming accompaniment to the voice, it may also be used as a solo instrument with charming effect. It is easy to learn, one being able, almost from the start, to play accompaniments to melodies requiring only simple harmony, and progress is rapid. It is a useful and welcome addition to any organization of stringed instruments of the mandolin and guitar family. The tone, which is very sweet and round, somewhat resembles that of a harp softly played.

The Ukulele has four strings, tuned to A, D, F sharp and B. Violin strings are generally used, although some players prefer banjo, because of their being thinner.

### **The American Way**

The "American Way" of playing the Ukulele, originated by Miss Jennie M. Durkee, is a radical departure from the Hawaiian mode.



## Only a Little Time is Needed

In the "American Way" a thick felt plectrum is drawn rapidly down and up, across the strings, producing almost a sustained tone. In this way the possibilities of shading and expression, and the bringing out of a distinct melody over the accompaniment are far greater than has ever before been demonstrated.

A book by Miss Durkee called the "American Way," which is an instructor as well as a collection of music, is arranged especially for this style of playing, and easily brings within the scope of the instrument such classics as the Sextette from "Lucia," Schubert's "Serenade," "Souvenir," by Drdla, the Barcarolle from "Tales of Hoffman," and many others, with the melody and accompaniment so perfectly harmonized as to be entrancingly beautiful. The price of this book is \$1.00 postpaid.

## WASHBURN

It remained for Lyon & Healy, who brought the Lyon & Healy Harp to perfection and made it the world's standard of harp quality, to perform the same duty for these lesser instruments.

The Washburn Instruments have achieved their present reputation through the good will and enthusiasm of professionals and amateurs who have established them in a position as the finest instruments of their type that the world has yet known.

It is significant to know that in the construction of these instruments are incorporated many suggestions of the leading musicians. From time to time we are happy to receive from them ideas which they have worked out in their playing. With these ideas in mind, a model is designed which is then thoroughly tested, not only in our factory, but in actual use. Careful supervision at each step of manufacture insures perfection of details. If the improvement is meritorious, it becomes a part of the regular Washburn Guitar or Ukulele.

Such improvements, however, are not hastily decided upon. They are the result of long and careful experiment.

Again, guitars and ukuleles of every make and description are brought to our factory and there played, taken apart and studied. Effects in tone are analyzed; faults understood and corrected. Methods of structure and construction are examined and compared.

## Play Washburn Instruments

### The Fruit of Years of Effort

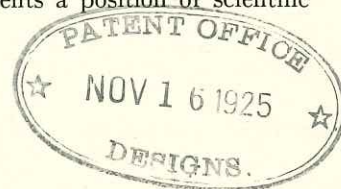
This extensive search has been going on for years. It will continue unabated, for as past research has brought to light much valuable data, so it is expected unremitting patience will reveal information of importance to the musician.

Today the Washburn Instruments are known for unique and distinguishing features. They are musician's instruments, not those belonging to the theoretical manufacturer. In workmanship, appearance and in playing qualities, they represent the best which scientific skill and professional musical knowledge can offer.

They are unique in model, in principle, and in construction. They are a radical departure from the "tinny toned" instruments of a few years ago. They represent advanced ideas and features peculiar to themselves.

There is in the Washburn tone a sweetness, power, and a far-carrying quality that delights the player. There is an instant response to the slightest touch on the string. Under prolonged playing, the tone retains its vibrant fullness and vigor. Then again, when a passage calls for even execution, the tone flows smooth and mellow under the pick.

The design of the instrument is such that playing is easy. The reaches of the fingerboard are quickly accomplished. There is an easy feel to the fingerboard. The rigid neck insures absolute perfection of scale in all keys. The fretting is accurate to one one-thousandth of an inch. Pegs, bridge, neck, soundboard, heelplate—all have been considered with an eye to strength, beauty and utility. Such refinements as these and especially those explained more in detail on pages 26 to 28, secure to the Washburn Instruments a position of scientific excellence and popular artistic recognition.



## *A Thousand Fold Return*



## *Play Washburn Instruments*

### **Washburn Guitar**

#### **STYLE A**

As a jewel, cunningly mounted, gains fresh beauty and evokes greater appeal, so Style A with its refinements and additional embellishments creates in the musician new enthusiasm. Here is the instrument for the concert artist who knows the value of appearances and for the amateur who takes the greatest pride and interest in his art and in his instrument. For richness of appearance and for finished beauty this style is unrivalled.

#### *Specifications*

##### **CONCERT SIZE 24 $\frac{3}{4}$ " SCALE**

##### **BODY**

Selected rosewood body; 3-ply sides; 2 piece selected rosewood back with stripe of inlaying through center; fine grained white spruce top, cross ribbed; top and back edge of body inlaid with white and black celluloid; raised ivory celluloid sound hole ring; L. & H. improved ebony bridge with bone saddle; bone string nut; ivory celluloid bridge and end pins.

##### **NECK**

Mahogany neck; oval ebony fingerboard; artistic designed pearl inlaying in ebony head plate; gold plated patent head with pearl buttons.

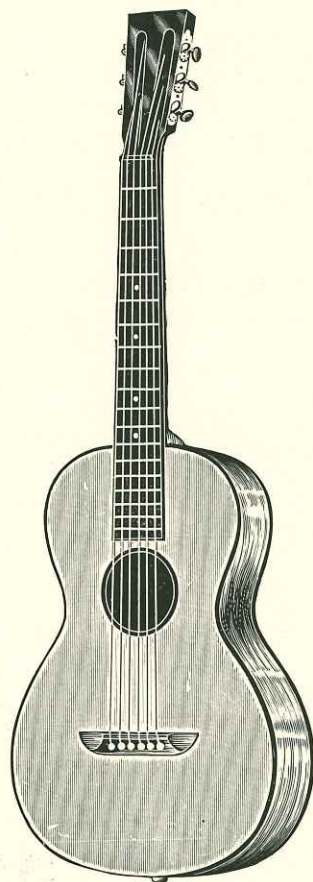
##### **FEATURES**

Sounding board ornamented in gold and color; highly polished, hand rubbed natural finish; gut strings.

(See inside back cover for price)



## *New Joys Will be Yours*



## *Play Washburn Instruments*

### **Washburn Guitar**

#### **STYLE C**

Less ornate in appearance than Style C, this model is a very popular one. You might compare for value the two styles to finely made watches. One watch is just as delicately balanced, and mechanically the same, as the other. Yet one is more valuable because it has more jewels in the bearings. So, too, of the Washburn Guitars. In tone and workmanship the respective styles are of unvarying superior quality. They only differ in trimmings and decorative details.

#### *Specifications*

##### **CONCERT SIZE, 24 $\frac{3}{4}$ " SCALE**

##### **BODY**

Selected brown mahogany body; 3 ply sides; 2 ply back with black inlay down the center; top of fine selected spruce, cross ribbed; top and back edge of body inlaid with black celluloid; raised black celluloid trim around soundhole; L. & H. improved bridge with ebony saddle; ebony covered heel; bone string nut; white bridge and end pins.

##### **NECK**

Natural finish cedar neck; convex ebony fingerboard of improved type and bound with black celluloid; pearl position dots; nickel plated patent head with black buttons.

##### **FEATURES**

Hand rubbed dull finish; strung with highest quality gut and silvered wire-wound strings.

(See inside back cover for price)





*Only One Quality—the Best*



## *Play Washburn Instruments*

### **Washburn Guitar**

#### **STYLE E**

Though there is only one standard of Washburn quality, tastes vary. Style E has been designed for the artist who looks to his guitar primarily for tone and durability. Not that he is unresponsive to physical beauty for this style, which is very popular with both the professional and amateur musician, presents a design of grace and exquisite finish but with less ornate treatment than in Style A.

#### *Specifications*

##### **CONCERT SIZE 24 $\frac{3}{4}$ " SCALE**

##### **BODY**

Mahogany body, 3-ply sides; mahogany 2 piece back; fine grain spruce top; back edge of body inlaid with black celluloid; top edge inlaid with white and black purfling; raised black celluloid sound hole ring.

##### **NECK**

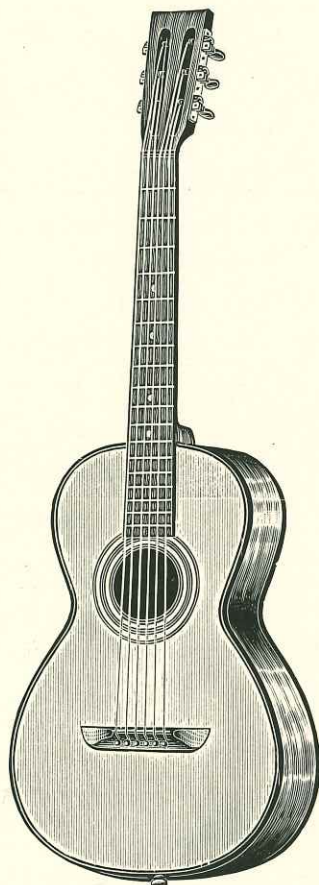
Spanish cedar neck and mahogany head plate; rosewood fingerboard; 4 pearl position dots; 18 nickel-silver frets; bone string nut.

##### **FEATURES**

L. & H. improved bridge; ivory celluloid bridge and end pins; steel string; good quality patent heads; mahogany hand rubbed satin finish.

(See inside back cover for price)

## *Today—Your Starting Point*



## *Play Washburn Instruments*

### **Washburn Guitar**

#### **STYLE G**

Now the beginner even need not play on an inferior instrument. Style G offers the celebrated features which have made the Washburn Guitar famous. Made by the same workmen and under the same rigorous supervision as the other styles, this model has been produced in a successful endeavor to give the musician a fine guitar at small cost. There has been an elimination of expensive trimmings but at no sacrifice in musical quality or workmanship. If you feel you do not care at first to invest more than a modest sum in a guitar this is the style for you.

#### ***Specifications***

##### **CONCERT SIZE 24 $\frac{3}{4}$ " SCALE**

##### **BODY**

Mahogany body, 3-ply sides; mahogany 2 piece back; good quality spruce top; back edge of body inlaid with black celluloid; top edge inlaid with 1 white and 2 lines of black; sound hole inlaid with white and black purfling.

##### **NECK**

Whitewood neck; ebonized fingerboard; 4 pearl position dots; 18 nickel silver frets; ebony string nut; L. & H. improved bridge, ebonized bridge and end pins; steel strings.

##### **FEATURES**

Good quality patent head; mahogany finish.

(See inside back cover for price)



## *Believe in Yourself*



## *Play Washburn Instruments*

### **Washburn Ukulele**

#### **STYLE U C**

Made for the Musician who wants the best that money can buy, this is an instrument which he will take pride in and cherish the longer he owns it. A style "U C" purchaser has the ukulele he will want to make his lifetime companion. He will never desire a better instrument, because he has the best.

#### *Specifications*

##### **BODY**

Koawood body, 3-ply sides; top and back edge of body trimmed with ivory celluloid; raised ivory celluloid sound hole ring; top decorated with artistic design in shaded gold leaf.

##### **NECK**

Mahogany neck; rosewood fingerboard; 17 nickel silver frets; 4 pearl position dots; L. & H. improved bridge; bone string nut and bridge saddle.

##### **FEATURES**

L. & H. N. P. Brass friction string pegs; ivory celluloid buttons; 3 gut and one silk wound strings; natural hand rubbed satin finish.

(See inside back cover for price)

*The World's Standard Since 1864*



## *Play Washburn Instruments*

### **Washburn Ukulele**

#### **STYLE U E**

The U E has every feature included in Washburn Ukuleles. Expensive ornamentation however has been eliminated, with a corresponding reduction in price. Made particularly for the exacting player who wants absolutely the best but does not care for decorative effects.

#### *Specifications*

##### **BODY**

Mahogany body, 3-ply sides; top and back edge of body trimmed with ivory celluloid.

##### **NECK**

Mahogany neck; rosewood fingerboard; 17 nickel silver frets; 4 pearl position dots.

##### **FEATURES**

L. & H. improved bridge; ebony string nut and bridge saddle; raised ivory celluloid sound hole ring; L. & H. N. P. friction string pegs; ivory celluloid buttons; 3 gut and one silk wound strings; light mahogany hand rubbed satin finish.

(See inside back cover for price)



## Musicians Are Always in Demand



## Play Washburn Instruments

### Washburn Ukulele

#### STYLE U F

This is far and away the most popular ukulele in existence today. Sales prove it! With all the Washburn qualities built in, and the expensive refinements left out, it represents an unapproachable value. No longer should there be any excuse for purchasing an inferior instrument.

#### Specifications

##### BODY

Mahogany body, 3-ply sides.

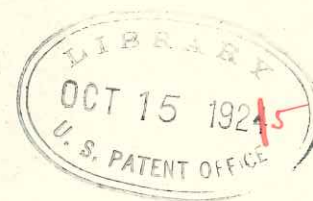
##### NECK

Spanish cedar neck; rosewood fingerboard; 17 nickel silver frets; 4 pearl position dots.

##### FEATURES

L. & H. improved bridge; ebony string nut and bridge saddle; raised mahogany sound hole ring; L. & H. brass friction string pegs; black celluloid buttons; 3 gut and one silk wound string; light mahogany hand rubbed satin finish.

(See inside back cover for price)



## *Do Not Put It Off*



## *Play Washburn Instruments*

### **Washburn Tenor Ukulele**

#### **STYLE T U A**

This new instrument, originated by Lyon & Healy, is revolutionary. It places the player on a plane with the players of other standard stringed instruments. Mandolinists, guitarists, and banjoists are highly enthusiastic about it. Its volume of tone is very great, sufficient to fill a large auditorium. The simplicity of tuning and fingering, the fascinating tone quality, the beautiful workmanship, have already made the Tenor-Ukulele a reigning favorite. Tuned one tone lower than the regular ukulele.

#### *Specifications*

##### **BODY**

Mahogany body; 3 ply sides; top and bottom edge of body trimmed with ivory celluloid; raised ivory celluloid soundhole ring.

##### **NECK**

Mahogany neck; rosewood fingerboard; 17 nickel silver frets; 4 pearl position dots; L. & H. improved bridge; ebony string nut and bridge saddle.

##### **FEATURES**

L. & H. nickel plated friction string pegs; ivory celluloid buttons; 3 gut and 1 silk wound strings; light mahogany color with hand rubbed satin finish.

(See inside back cover for price)



## Some Features of Washburn Guitars and Ukuleles

Tone is the prime requisite of an instrument. Without it all else—construction, features, and workmanship—is purposeless. Two things govern the quality of the tone—the wood and the design.

Much of the reputation of Stradavarius and Amati, who will live through the centuries as the world's master violin builders, rested upon the attention which they gave to the selection of woods. They took as much pride in the grain and figure of the maple and spruce used as in their carving. But above this was the insistence placed upon seasoned wood, sensitive to the vibrations of the strings. No less insistence is made in the Lyon & Healy Factory. From a selection of 25,000 feet of choice spruce and maple, an expert often rejects all but 1,000 feet of lumber. Though much of what he discards would seem suitable for use, his standards are so rigidly high that only such a small amount meets them.

This wood is aged and seasoned in special steam kilns until the moisture content specified for Washburn Instruments is reached. The owner of a Washburn is rarely troubled by the woods in it even when it is subjected to extremes of temperature. There is no splitting of top or bottom to ruin the beauty of the instrument or to impair the quality of the tone. Neither is there any shrinking or swelling of the wood to distort proportions, to leave unsightly openings at the jointures. In fact, the very shape and dimensions of the top, side, and bottom of the bodies of Washburn Guitars and Ukuleles are reached by scientific calculations as to the surface resistance, tensile strength, and lateral response to temperature and moisture.

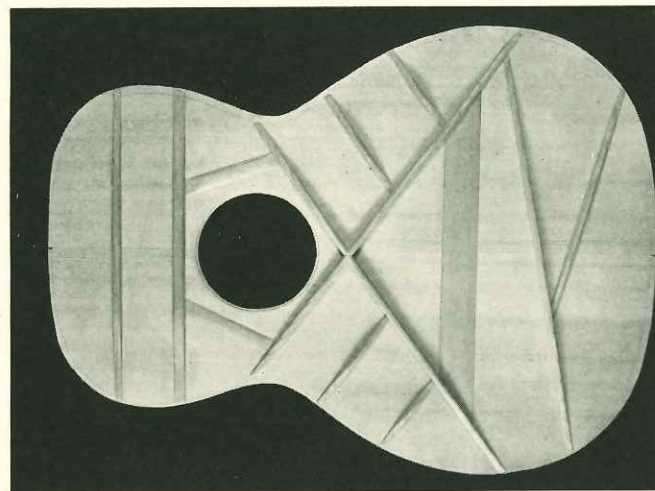
There is a reason in the construction of the parts of the Washburn. Each contributing factor is carefully analyzed and every precaution taken to attain and retain perfection. This care in construction is discovered again and again as one examines the Washburn Guitar or Ukulele. For instance, the very modeling of the bouts is calculated in advance. The resonating chamber must produce the maximum of a rich, sweet tone. The volume of air, its vibrations and those of the surrounding surfaces, the planes of the sides and their areas,—these are but a few of the factors studied in order to develop the Washburn tone which is so distinctive, so unrivalled.

## Play Washburn Instruments

Again, another very essential item, the top of the body, was perfected only after a long process of research and elimination. It immediately occurs to the musician that not only vibratory sensitivity but strength are imperative in this part. To gain both without sacrifice of the other is a matter of delicate balance of free and reinforced areas.

A study of the illustration below will reveal the cunningly placed reinforcements of the Washburn top. Each little brace, so queerly arranged, was done so only after continued experiment indicated the proper position. As a result the top is fully responsive to the lightest touch on the strings and yet it is a marvel of strength.

Genuine appreciation of fine workmanship is the unfailing response that Washburns win from those who go over them point by point. There are so many real reasons apparent. Each part is refined and perfected in an unusual manner. Even the neck, which to the professional musician may seem of minor importance, is of special construction to gain the utmost in beauty, rigidity and strength. A thick



*Illustrating the reinforcing of the  
top of the Washburn Guitar*



## Believe in Yourself

strip of vulcanized fibre forms a backbone through the center of the neck. Two wedge-shaped strips of maple run full length parallel to the fibre to reinforce the solid mahogany outerstrips which terminate in an artistic head. All this is done solely to prevent warping. It is a feature that merits thought, for if the neck warps or shifts, it throws the scale out and impairs playing. From a standpoint of beauty or dependability the Washburn neck is unexcelled.

### OTHER IMPROVEMENTS

The *body* is symmetrical, perfectly balanced and easy to handle.

The *rim* is of 3 ply laminated construction, extra strong and richly finished.

The *fingerboard* is fretted true to the thousandth of an inch, each fret finished perfectly smooth and easy to finger.

The *scale* is guaranteed scientifically correct.

The *machine heads* are of improved non-slip type with hard rubber plate and black buttons.

The *varnish* is thin transparent and French polished. It allows the freest possible vibration of the wood, and shows the graining.

The grace and beauty of the instrument is enhanced by the artistic celluloid trimmings, genuine ebony fingerboards, pearl position dots and German silver frets.



## Where Washburn Instruments Are Made

Exquisite masterpieces may be painted in garrets. However, the modern artisan finds greater inspiration in surroundings which are congenial to him. When his physical comfort permits concentration on the task at hand, his handicraft is benefited. So it is that the high degree of skill which speaks so eloquently in the Washburn instruments is maintained at a level unequalled in a field where so much of the work is done by hand.

The precision necessary to the construction of Washburn instruments is only possible where ideal working conditions are joined with modern equipment. A trip through the Lyon & Healy Factory shows groups of contented workmen happily bent over their benches, uninterested save in the fitting of a part or the shaping of a design. Into their work goes their best. They are distinguished by the pride which they take in their handiwork.

The training of the workmen takes a considerable period. Each is highly skilled in his particular type of work. New men are not trusted immediately to turn out Washburn Guitars or Ukuleles. Only when they have attained the proficiency demanded in the Lyon & Healy Factory, are they permitted to assist. Even then, they are under the constant supervision of a superintendent, probably the leading authority on mandolin construction.

### A Hand Made Product

Machinery of the most recent type, especially designed for the work, is called upon where hand work may be facilitated by mechanical processes. This, however, is not often. The Washburn instruments are primarily hand made products, without, however, the usual human uneven degree of perfection. Deliberation and accuracy rather than quantity production is courted.

Before being deemed fitting to be offered to the public, a Washburn instrument is carefully tested; its parts accurately measured by the most delicate scales. It is subjected to tests undreamed of by the mandolinist and the professional musician. When it passes these tests, then, and then only is it ready for sale. No chances are taken with the high reputation built up through long years by the excellence of Washburn Instruments.



## The Rewards of the Musician are Many

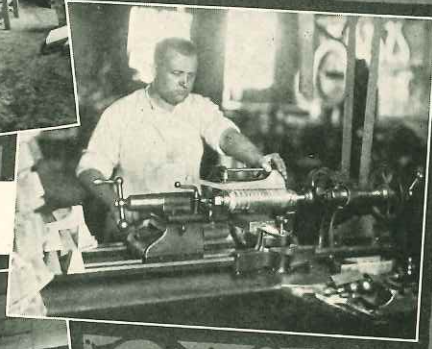
THE  
LYON & HEALY  
WASHBURN  
FACTORY



WOOD-TURNING  
DIVISION



FRETTING  
FINGERBOARDS



FINISHING  
DIVISION



## Play Washburn Instruments

INSPECTION  
DIVISION



MACHINE DIVISION



ASSEMBLING  
DIVISION



NECK DIVISION





## People Will be Drawn to You

### The Most Modern Factory

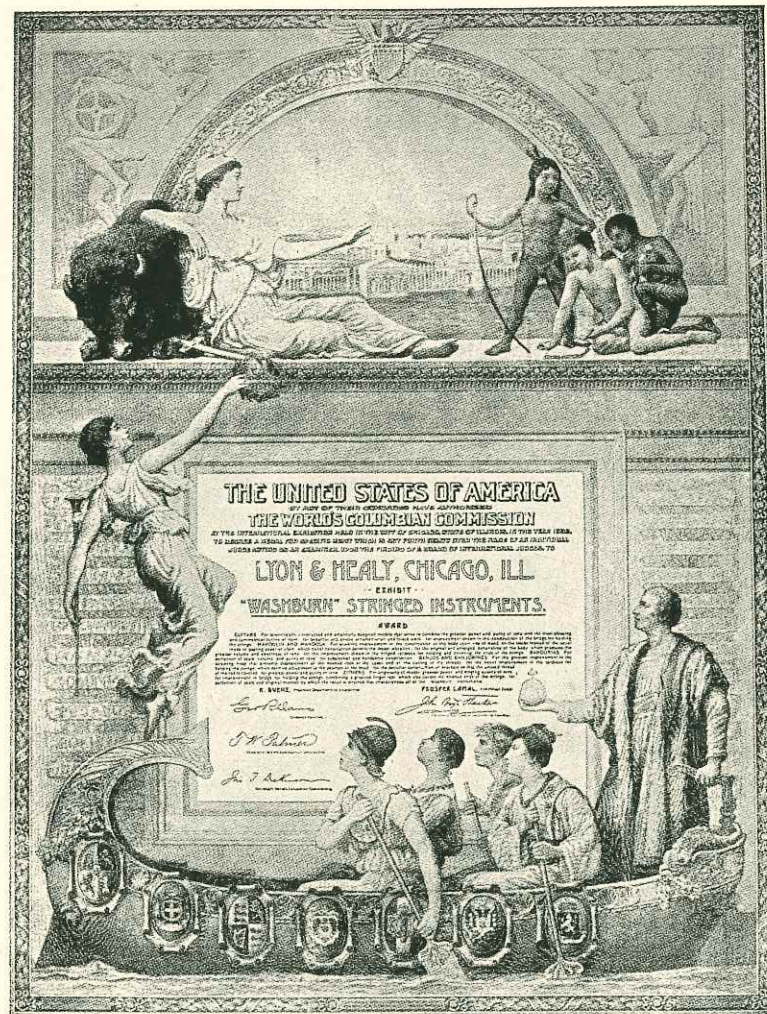
The Lyon & Healy Factory is situated at Healy Station, and reminds one in many respects of a modern watch factory where the execution of minute details is so insisted upon. Floods of daylight are admitted by means of an expanse of windows. Wherever possible, sunlight is used, artificial light being a drain on the workman's sight and nervous system. In fact, the factory was designed with an eye to the requirements of the manufacture of musical instruments. The executives of Lyon & Healy made many and protracted visits through factories of leading industries in the effort to obtain the most approved methods, not only of manufacture, but of factory building. Such painstaking means only one thing—an excellence in playing qualities, tone and workmanship.



George Washburn Lyon, one of the founders of Lyon & Healy and after whom the Washburn Instruments are named.



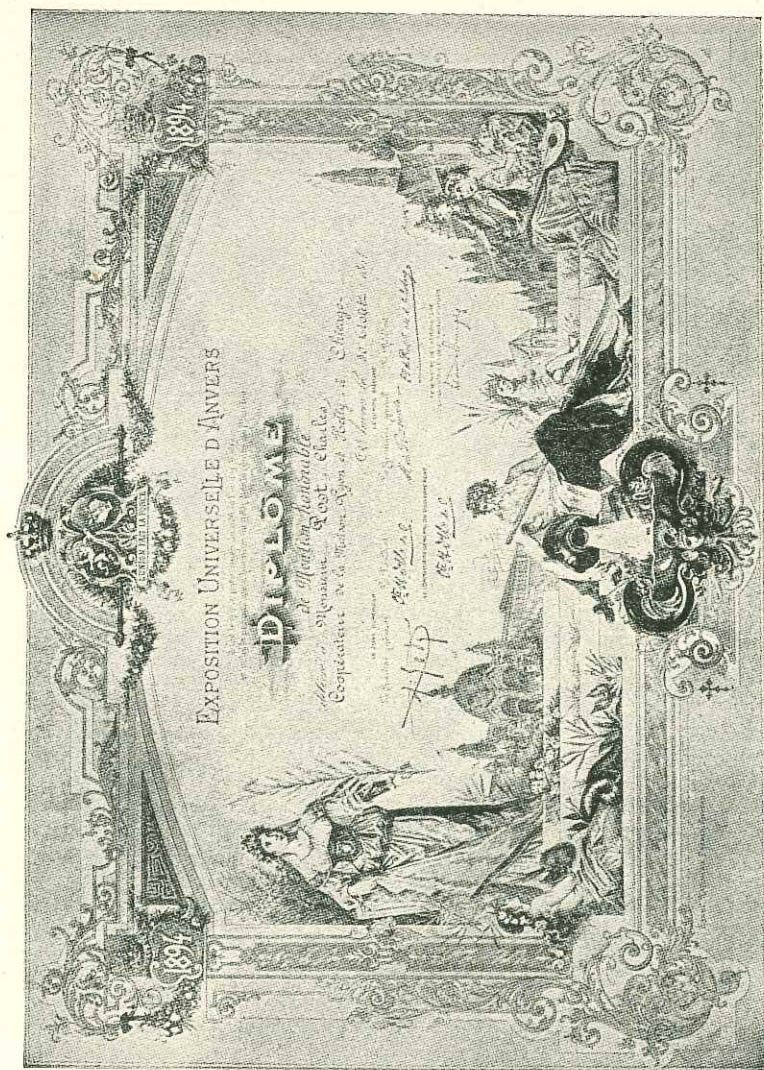
## Play Washburn Instruments



Reproduction of diploma awarded Washburn Instruments during the World's Fair in 1893.



## Still the World's Standard



Facsimile of diploma awarded the Washburn Instruments at the Antwerp (Belgium) International Exposition, 1894.

## Play Washburn Instruments

### What Owners Say

"I have a grand, concert Washburn Guitar which I bought in Kansas City in 1887 and have it yet and in good condition. I have played on it as much as the average guitar player. The fingerboard is worn and I may need a new one soon. Do you sell fingerboards separately? I don't believe you have a better toned instrument than I have. Although the new guitar would be easier to play, if I can have my guitar repaired, I would rather have it than a new one."

PHIL ACKER,  
Duluth, Minn.

"I have used the Washburn Guitars and Mandolins for several years and have found them to be the greatest instruments I have ever used both for solo and orchestra work. These are the only instruments I have ever used which had both quality and volume of tone and it gives me pleasure to recommend them both to the beginner and the professional."

ISABELLE BLOCK,  
Los Angeles, Calif.

"I gladly recommend the Washburn Guitar as the finest instrument made today as I have used them on my theatrical tours for several years and they have proved themselves superior to all other guitars because of their great carrying power and bell toned quality."

ANTONE S. CHRIS,  
Los Angeles, Calif.

"It gives me great pleasure to express my appreciation of the Lyon & Healy Guitar. It not only charms one with tone quality of surpassing sweetness but as a thing of beauty is a real joy to look upon. This wonderful guitar has unbounded resources having every requisite for the Hawaiian steel as well

as natural guitar playing. Personally, I use it in preference to all others and shall conscientiously endeavor to induce my pupils to do likewise."

VIREME STAFFORD,  
Los Angeles, Calif.

"The Washburn Guitar you sent me has proven more than satisfactory. I am delighted with it, and thank you for making such a fine selection. I have never found a guitar that was as perfect in tone, beautiful in finish, or splendid in scale as the Washburn. I shall never fail to recommend the Washburn instruments."

MISS J. FROELICH,  
Houston, Texas.

"I have owned guitars that cost as high as \$130.00 (I particularly remember a "\_\_\_\_\_" which I owned years ago), but this "Monster" instrument from your Washburn factory, surpasses any instrument I have ever owned, seen, or heard as to tonal qualities, precision of fingerboard, and general excellence. Simply 100% PERFECT in every detail of construction, and "the GRANDEST GUITAR I ever saw or heard," I've heard that so many times that I have come to accept it as a matter of course, and I know they are all telling the truth."

BYE DE R. CLEMONS,  
Dos Cabezas, Ariz.

"To me there is no Ukulele like the Washburn. The tone is sweet and clear and has astounding volume. The structure and workmanship are of the highest character and give assurance of a lifetime of satisfactory service."

JENNIE DURKEE,  
World-Famous Artist.



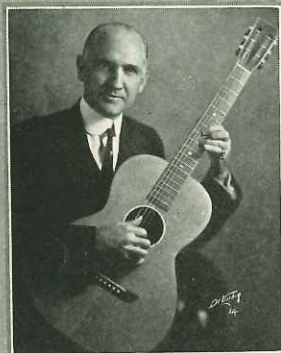
## Thousands of Happy Owners



KA-WI-NA  
UKE CLUB



ISABELLE BLOCK  
Popular Artist



W. M. BICKFORD  
Noted Star



RAY BULTIN  
Celebrated Artist

## Play Washburn Instruments



ANTONE CHRIS  
Vaudeville Star



CONSERVATORY  
STRING ORCHESTRA



JENNIE DURKEE  
World-famous  
Artist



KATHRYN  
PULLEY  
Ukulele Soloist



## What Owners Say

"When I was seven years old I bought a Washburn Guitar. Have played constantly for more than **thirty years** as a soloist on the stage and in concert. I have played every make made in the U. S. and some foreign makes. If my judgment is of any value, here goes. Not one of the other makes combine the resonant tone, carrying power and sweetness the Washburn does. The width and thickness of the fingerboard, also height of nut, make fingering not only exceptionally easy but actually a thrill. Any one who plays difficult music knows what this means. I know of nothing which could be added that would make the finish and general appearance more beautiful."

LOIPAUD BARRETT,  
Minneapolis, Minn.

"I am well pleased with my Washburn Guitar. I notice in particular its clear tone and the length of time that it remains in tune."

SAMUEL I. WARD,  
Oakley, Kans.

"For vaudeville and concert work I require a ukulele of the highest quality. My Washburn instrument meets that requirement. Its beautiful, strong and brilliant tone fills the largest theatres satisfactorily and gives me pleasure and confidence in each performance.

I have carefully compared my ukulele with all other types of so-called high-grade instruments, and find the difference in favor of the Washburn so pronounced as to leave no doubt of its superiority."

KATHRYN PULLEY,  
St. Louis, Mo.

"Just a word about the wonderful little Washburn Ukulele you sold me.

I used it at Shea's, 2,800 seat house, Buffalo. Played a Saturday matinee

and a friend sitting in top balcony said he heard every note as clear as if he were on the stage.

The tone quality is wonderful—in the upper position it rings like a guitar. It plays in perfect tune too.

I appeared in an emergency, playing "Sextette" from Lucia. It brought down the house and the manager gave me a splendid write-up about it for which I am indebted to my wonderful Washburn Uke.

It is in a class by itself, an inspiration to any artist and elevates the Ukulele to a new level."

THOS. R. PURCELL,  
Chicago, Illinois.

Violinist and Musical Director,  
Henry Santry Symphonic Orchestra,  
Keith & Orpheum Circuits.

"I own a Washburn Guitar at present which is very satisfactory. I can recommend them highly."

JAMES DANIELS,  
Reno, Nevada.

"Permit me to say that many of the instruments used in the Commonwealth Edison Orchestra and in the mandolin and guitar club were purchased from your house, and they have given the highest satisfaction. The greater part of our musical library, also, was purchased from you and your facilities for handling the orders of so large an organization, promptly and correctly have been a source of real pleasure, as well as a great convenience."

MORGAN L. EASTMAN,  
Director, Edison Symphony Orchestra.  
Chicago, Ill.

"I own one of your Washburn Guitars. It's a dandy, elegant tone—none better."

W. T. WILLIAMS,  
Rogers, Ark.

## Play Washburn Instruments

### Unconditionally Guaranteed

All Washburn instruments are not only guaranteed against possible defective workmanship but any purchaser who is not satisfied with his Washburn may exchange it for another or have his money refunded. This is the strongest assurance of satisfaction any one could offer. We want to please you. We have the utmost confidence in our instruments. Only the best grade materials are used. A staff of highly skilled workmen exercise great care in building the Washburn. Coupled with these is a rigorous system of inspection which means that the model you buy has been carefully tested from both the manufacturing viewpoint and from a musical one.

The professional, knowing how great an amount of the building of such exceptional instruments is handwork, readily appreciates that the instrument is an unusually high value.

### Play as you Pay

Then, again, the opportunities for making money are many when you play a Washburn. In no time you can earn the cost of your instrument. In fact under our partial payment plan you can be paying for your instrument out of your earnings. Many a fellow has earned all other but the first payments. The guitar or ukulele is so readily learned that in no time you can join a concert group, glee club, or vaudeville act and earn enough to take care of your payments and have money besides. Musicians of note today started just this way. They bought their Washburns under our liberal plan. In no time the payments were cleared up. They had all the fun of playing the instrument while paying for it. Read the plan on the order form enclosed with this book. It sets out everything clearly and simply. It is made so easy that you too can be playing your Washburn within a brief time. Select the plan which you think is best suited to your situation, fill out the sheet and mail it to us. Do it today.

### The Will to Do

To get out of the commonplace, to lift yourself from the mass of unaccomplished people, lies with you. Music is a means to popularity and fortune. Crystallize those vague ideas, those longings of yours. Begin now. Do not put off beginning. The talent that urged you to consider music as an accomplishment or a source of profit may, no



## Noted for its Resonant Big Tone

matter how small, be developed to a robust part of your life. Are you content to work through life at an uncongenial job when the world is demanding musicians paying them very attractive salaries? Follow your impulse. Bring out the latent ability and win yourself independence.

*Pipestone, Minn.*

*"I have used nothing but Washburn Mandolins, Guitars and Banjos for the last twenty years in concert work, as I class them above all others that I have tried."*

*Ben R. Brose,  
Concert Artist.*

It is not only Paul Whiteman or Sousa or Paderewski who are highly paid. There are thousands of artists playing in small organizations, or in a troupe in vaudeville circuit, or teaching, whose salaries put to shame the plodding bookkeeper and the clerk. In a few hours, doing a thing they like, they draw big pay. Brose was simply willing to put himself to the test. He believed music was a means to bigger things. It was and he never stops congratulating himself for filling out a trial order blank.

### You Can Do It, Too

Even if you are only interested in the guitar or ukulele as a diversion, as a source of fun for friends, it will mean happier hours and more friendships than you now enjoy. People like those who afford gayety and entertainment. They seek them out. Those evenings when you are alone and wonder why—spend them now in learning to play the mandolin. You will never regret it. The returns for the relatively few hours spent in practice and study will be priceless. You can be earning money while studying—while paying for the instrument. Read our Easy Payment Plan. Your talent, full blown, will be an "Open Sesame" to good times and money.

It was Napoleon who said, "Circumstances! I make them." He was right. Human nature is all too prone to put things off. Inertia treacherously weakens us. We promise ourselves we will do it tomorrow. But tomorrow somehow never comes. The tragedy in many a man's life is traceable to procrastination. Will it be true of you? Are you going to let that fine spirit of energy, of ambition, die out? Now is the time to begin. When interest flags, you slip back into the hum-

## Play Washburn Instruments

drum rut against which you revolted. Bring music into your daily life and let it bring you popularity and success. It takes so little study to play pleasingly on a Washburn that lack of time is not an excuse. Many musicians beginning as you, had to snatch their practice in spare moments, but they soon discovered that being able to play brought independence of petty tasks. Now they can devote all the time they want to their music or to travel or recreation. Florida in winter, fashionable northern resorts in summer—these beckon to good musicians.

### Something to Remember

Consider this, that while they are at the top, it is today's beginner who will soon be shoulder to shoulder to them. Youth will be served. It brings courage, vigor, and ambition to every obstacle. Hindrances are brushed aside. You too in time can be like Chris who, beginning humbly, soon worked himself up to the front ranks. Now he really lives because he trained the same talent you have. He brought his out. He invested in himself. You can do likewise. Being able to play an instrument immediately increases your worth. Spare time playing pays well. The little trips or purchases you cannot afford now are easily financed from such earnings. In time as proficiency comes to you with it, too, will come overtures to join successful and popular glee clubs and orchestras.

There are scores of young people and those, too, not so young who have written us of the returns their Washburn Instruments have brought them. They had faith in themselves. They won out. A great deal of their success is (they generously write us) due to their choice of instruments.

These successful young people might just as well be you. It was not so long ago they were reading these lines, as you are now. The brief intervening time has shown them success.

*"The Washburn instruments have given me extraordinary satisfaction for twenty-five years. The tone is rich, workmanship superb, scale absolutely perfect."*

*W. P. Chambers,  
Los Angeles, Calif.*



## The Answer Lies in Music

### Exhaustively Tested

The tone of the Washburn is sheer delight to hear while the perfected features which facilitate playing speed the beginner's progress. Leading professionals collaborated in designing them. Model after model was exhaustively examined and tested. Errors were corrected; the best ideas were resolved down to practical use. The experience of nearly 60 years in serving the music loving world was drawn on. The Washburn is the choice of artists throughout the country.

Vaudeville acts and Glee Clubs place special value on the player of the Washburn. The musician is in demand.

*Olivet College, Olivet, Ill.*

*I have used about every known make of mandolins and guitars of any importance during the past years and one or two I thought were superior to any other but during the last few years I have been obliged to change my mind concerning the Washburn Mandolins and Guitars which I believe are superior to all others.*

*J. R. Cain.*

Such evidence from leading musicians with the personal endorsements of hundreds of others, to say nothing of the hosts of amateurs, is convincing proof that the Washburn is an exceptional instrument. It is a real value. Read again the descriptions of the features on pages 26 and 28. They are in a measure responsible for the wonderful popularity of the Washburn. But it is the tone more than anything else that insures to the Washburn the staunch enthusiasm of the artist. Sweet and clear, the notes resound. Only by hearing it can you realize how different it is, how rich and full-bodied and resonant.

*"The Washburn is a beauty, certainly, and its depth of tone and excellence of finish is very high class. I feel fully justified in recommending your instruments and many of my friends who saw them will bear me out in my statements."*

*Golden Ethel Barryman,  
Greenfield, Illinois.*

## Play Washburn Instruments

### Let Us Send it to You

We will send you the model you like best *on trial*. Could any offer be more liberal? Thus you can try it out in your own home. Even if inexperienced your ear will immediately recognize the full, deep qualities of the Washburn tone. The workmanship too will delight you. The precision of skill and beauty of design make it an instrument of which you can be most proud. It is built of such fine materials that you know it will stand even careless use. Many Washburns are still in use after 30 years of playing. They still have their beautiful finish and sweet tone. When you make the Washburn your choice you have made the most economical and advantageous purchase. When you get it, go over it point by point. It will be readily apparent why the Washburn has such a high resale value—a true test and a conclusive one of quality and durability.

### Take the Step Today

Your determination to be a musician and to enjoy his privileges and profits is worth nothing unless you act. That love of music which is so strong in you will always cry for expression unless you give it utterance. Remember, "*Delay is the thief of time.*" Make the start now. You must advance or go back. **Fill out the application blank and mail it today.**



### GUARANTEE

We guarantee that the instruments in this catalog are exactly as described and illustrated.

We guarantee that any Washburn Instrument purchased from us will satisfy you perfectly, that it will give the service you have a right to expect, that it represents full value for the price you pay. If for any reason whatsoever you are dissatisfied with the model you purchased from us, we expect you to return it to us at our expense.

We will exchange it for exactly what you want or will refund the purchase price promptly and cheerfully.

## Washburn Guitars and Ukuleles

### PRICE LIST

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January 1, 1924  
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#### GUITARS

Style A . . . . .	\$100.00
Style C . . . . .	60.00
Style E . . . . .	35.00
Style G . . . . .	20.00

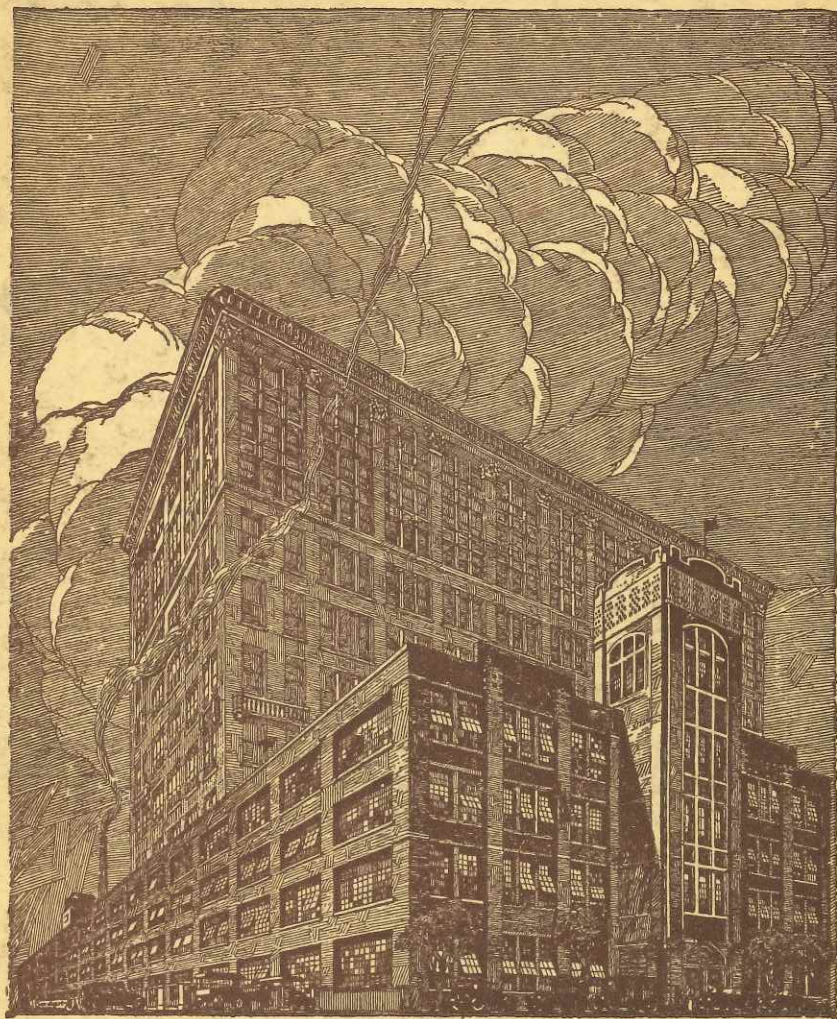
#### UKULELES

Style UC . . . . .	25.00
Style UE . . . . .	20.00
Style UF . . . . .	15.00

#### TENOR UKULELE

Style TUA . . . . .	30.00
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# LYON & HEALY

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*Everything Known in Music*

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